STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1984	1985	1986	1985	1986			
				IV	I	II	III	IV
Alabama	53.3	59.7	60.8	67.0	56.5	58.5	60.5	71.2
Alaska	9.2	10.0	6.1	11.3	11.5	9.5	5.7	5.5
Arizona	59.8	71.7	73.8	76.8	61.3	83.7	79.1	71.8
Arkansas	43.4	49.8	52.8	53.9	44.0	50.1	60.7	59.0
California*	382.1	407.2	484.6	430.3	395.0	473.3	505.3	579.1
Colorado	47.1	49.3	47.9	55.6	45.9	42.6	58.7	53.1
Connecticut	44.5	56.0	52.0	64.6	52.7	50.8	45.7	70.7
Delaware	10.0	12.3	12.9	13.0	10.9	12.3	8.2	13.4
District of Columbia	7.8	9.9	11.6	10.8	11.8	13.4	11.4	11.9
Florida	137.6	151.3	169.4	197.5	140.3	142.5	182.0	230.3
Georgia	60.1	65.1	75.1	70.2	77.3	69.6	74.4	84.0
Hawaii	7.0	7.9	10.0	10.6	6.4	8.5	9.4	15.7
Idaho	12.3	11.5	11.3	12.0	9.6	10.2	12.7	12.7
Illinois	122.5	140.5	179.2	163.2	174.4	160.8	186.0	195.7
Indiana	64.5	90.1	86.1	115.1	67.9	91.9	94.0	97.1
Iowa	41.9	39.5	46.1	37.5	38.3	48.5	47.8	45.3
Kansas	49.8	47.4	54.4	43.9	51.3	61.7	51.9	54.8
Kentucky	57.3	57.7	58.6	60.2	54.4	51.1	60.8	72.5
Louisiana	50.3	44.1	34.0	34.6	29.5	35.0	35.7	34.3
Maine	23.3	27.1	30.8	28.6	24.1	30.3	31.3	37.7
Maryland	66.8	80.9	86.9	87.4	72.7	85.7	92.5	102.0
Massachusetts	66.5	80.5	84.6	90.4	80.2	85.2	92.2	96.0
Michigan	139.4	167.2	186.6	186.2	160.6	190.8	179.5	196.5
Minnesota	65.5	73.9	96.8	76.8	87.8	115.4	78.9	83.4
Mississippi	32.0	35.5	34.2	36.2	26.9	32.4	41.3	37.8
Missouri	81.0	85.8	88.4	92.2	82.3	92.4	92.4	103.6
Montana	12.4	11.1	11.9	11.6	13.7	9.9	13.5	11.8
Nebraska	24.9	24.5	25.5	22.5	21.7	24.0	27.9	26.2
Nevada	9.4	10.0	11.0	11.1	10.9	11.8	10.6	10.9
New Hampshire	16.9	19.3	17.4	20.0	19.1	17.0	20.0	26.7
New Jersey	119.7	148.8	159.6	168.8	155.1	165.8	162.2	165.8
New Mexico	19.1	19.8	19.5	25.7	15.7	17.4	19.1	24.7
New York	148.9	190.7	216.8	212.3	223.9	218.2	214.4	239.0
North Carolina	103.2	123.3	139.2	133.1	120.5	134.7	144.2	153.7
North Dakota	10.0	8.9	9.5	9.9	11.6	8.4	9.5	12.5
Ohio	138.3	162.5	179.9	188.5	164.4	176.0	203.1	207.0
Oklahoma	51.9	46.8	49.4	46.5	41.5	43.0	51.3	48.3
Oregon	35.7	39.3	45.0	48.6	36.4	38.9	46.1	60.4
Pennsylvania	170.4	210.8	258.3	229.2	236.1	245.6	278.9	307.4
Rhode Island	11.0	13.2	13.5	14.3	11.6	12.2	15.3	15.4
South Carolina	46.0	52.6	58.0	53.3	51.8	54.6	55.6	69.2
South Dakota	11.8	11.3	13.2	10.3	12.0	17.6	11.9	12.6
Tennessee	78.7	99.2	112.0	112.6	90.0	102.0	121.9	129.9
Texas	196.7	203.8	198.9	221.3	169.8	189.7	215.1	257.6
Utah	15.0	15.5	14.6	16.4	14.8	14.3	16.8	15.7
Vermont	8.2	9.9	12.4	11.1	9.3	11.8	12.8	15.0
Virginia	98.1	107.2	130.4	107.4	141.1	144.4	114.7	122.4
Washington	44.9	43.8	50.6	46.5	47.1	45.4	55.0	66.1
West Virginia	34.6	37.7	39.7	39.6	38.1	43.3	39.0	38.1
Wisconsin	56.0	65.5	76.9	62.1	61.3	82.3	83.1	87.0
Wyoming	6.2	6.5	6.1	7.0	5.0	5.8	6.7	6.8

* Provided by the California Association of REALTORS®
n/a Not Available

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*

(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1984	1985	1986'	1985	1986			
				IV	I	II	III	IV
Akron	$ 50.4	$ 52.7	56.2	$ 51.6	$ 51.1	$ 58.2	$ 56.9	$ 56.7
Albany/Schenectady/Troy	52.9	60.3	72.7	61.5	67.5	73.3	74.4	76.3
Albuquerque	73.4	76.8	81.6	77.2	77.6	79.7	85.4	82.0
Orange County (Anaheim/Santa Ana MSA**)	133.7	136.2	147.7	139.6	138.0	149.4	149.6	152.4
Baltimore	66.1	72.6	74.0	72.8	71.6	72.8	78.0	74.3
Baton Rouge	73.5	74.6	70.9	73.1	73.6	73.3	69.8	68.5
Birmingham	65.1	64.5	68.3	64.6	67.1	69.4	69.6	66.7
Boston	100.0	134.2	159.2	144.8	145.6	156.2	163.0	167.8
Buffalo/Niagara Falls	44.8	46.7	52.4	46.7	49.7	54.0	52.8	53.5
Charlotte/Gastonia/Rock Hill, NC-SC	66.8	69.4	n/a	70.4	70.6	75.9	75.4	n/a
Chicago	79.5	81.1	86.1	81.5	82.0	84.7	86.7	85.8
Cincinnati	58.9	60.2	n/a	58.5	62.1	64.2	64.5	n/a
Cleveland	62.7	64.4	66.9	62.2	62.1	68.0	68.4	65.1
Columbus	59.9	62.2	65.5	62.7	62.6	67.7	66.1	64.0
Dallas/Ft. Worth	82.2	87.7	92.8	87.2	93.4	93.6	92.4	89.8
Denver	82.7	84.3	86.4	84.5	84.6	87.3	87.5	85.8
Des Moines	52.4	52.5	55.9	51.6	52.7	59.0	55.2	55.0
Detroit	48.5	51.7	58.1	51.7	54.0	57.5	59.9	60.1
El Paso	57.8	57.6	59.0	58.3	57.2	60.9	59.6	58.5
Ft. Lauderdale/Hollywood/Pompano Beach	73.1	74.6	77.7	75.5	72.6	75.1	83.4	77.7
Grand Rapids	42.8	46.7	50.4	46.2	48.9	51.6	50.6	49.7
Hartford	87.4	99.6	129.0	103.9	106.4	127.6	132.0	134.6
Houston	77.6	78.6	69.9	76.7	70.4	72.0	70.4	67.6
Indianapolis	53.1	55.0	59.0	55.1	55.7	60.8	59.9	57.5
Jacksonville	55.7	58.4	62.8	58.6	58.9	57.5	65.7	62.7
Kansas City	59.1	61.4	65.4	59.1	65.7	67.0	64.1	65.1
Las Vegas	76.3	75.1	77.5	75.3	74.6	76.9	81.3	78.5
Los Angeles Area**	115.3	n/a	128.8	119.9	120.4	128.7	132.9	130.2
Louisville	48.9	50.6	51.7	49.2	48.1	52.6	53.7	51.9
Memphis	64.1	64.6	70.6	62.5	66.3	71.3	71.5	69.9
Miami/Hialeah	79.5	80.5	81.1	79.2	78.5	85.7	85.5	79.1
Milwaukee	68.2	67.5	69.9	68.1	67.6	71.0	70.8	69.2
Minneapolis/St. Paul	74.0	75.2	77.9	75.4	76.3	79.0	78.1	77.4
Nashville	62.9	66.1	70.8	66.6	68.4	71.4	71.2	71.7
New York/Northern New Jersey/Long Island	105.3	134.0	160.6	139.6	147.2	160.0	167.8	167.6
Oklahoma City	63.9	64.7	63.0	63.5	62.8	65.0	62.3	62.9
Omaha	56.2	58.3	58.8	57.8	58.6	62.0	57.8	58.8
Orlando	70.1	70.3	72.5	69.0	70.3	74.5	72.8	72.1
Philadelphia	65.2	70.8	74.5	69.3	72.2	73.6	75.6	77.1
Phoenix	74.7	74.7	78.4	75.7	76.2	78.8	79.1	77.9
Portland	62.9	61.5	62.6	59.5	59.9	63.4	63.1	62.5
Providence	59.5	67.5	87.6	70.2	71.9	84.4	91.9	96.4
Rochester	59.7	64.2	68.3	63.7	66.3	68.3	69.1	69.1
St. Louis	61.8	65.7	70.9	65.9	67.5	72.0	72.0	71.9
Salt Lake City/Ogden	65.8	66.7	68.5	67.5	66.4	67.8	69.9	69.0
San Antonio	67.5	67.7	69.2	65.0	67.0	69.1	69.3	70.2
San Diego**	100.2	106.4	118.2	110.6	110.0	119.9	121.1	118.8
San Francisco Bay Area **	129.9	n/a	n/a	n/a	n/a	n/a	164.9	164.8
Syracuse	50.7	58.8	64.3	61.2	59.6	64.9	66.2	66.4
Tampa/St. Petersburg/Clearwater	58.4	58.4	61.1	58.9	56.8	62.1	62.8	62.4
Toledo, OH	50.7	51.9	56.0	49.6	52.1	57.4	60.2	53.2
Tulsa	67.3	66.7	65.5	63.6	66.4	66.8	65.6	63.4
Washington, D.C.	93.0	97.1	101.2	97.3	101.1	102.8	98.9	102.0
West Palm Beach/Boca Raton/Delray Beach	84.8	88.3	92.6	91.3	86.0	94.9	96.6	90.9

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. ** Provided by the California Association of REALTORS®

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED

(Thousands of units)

Year		Total	In structures with—			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1981		1,084	705	91	288	117	165	562	240
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986[r]		1,805	1,179	84	542	294	296	733	483
			Seasonally Adjusted Annual Rates						
1986	Feb	1,923	1,183	106	634	358	294	773	498
	Mar	1,887	1,195	82	610	293	323	765	506
	Apr	1,945	1,220	81	644	313	351	776	505
	May	1,848	1,219	83	546	276	261	797	514
	Jun	1,842	1,212	79	551	283	294	766	499
	Jul	1,786	1,147	80	559	280	321	717	468
	Aug	1,800	1,180	88	532	323	301	713	463
	Sep	1,689	1,123	62	504	288	271	704	426
	Oct	1,657	1,114	85	458	267	247	680	463
	Nov	1,637	1,129	71	437	273	275	608	481
	Dec[r]	1,813	1,233	108	472	309	394	602	508
1987	Jan[r]	1,804	1,247	76	481	319	420	585	480
	Feb[p]	1,851	1,317	72	462	277	393	662	519

Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD

(Thousands of houses sold during period)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1981		436	46	60	219	112					
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986[r]		750	136	96	321	196					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1986	Feb	740	136	88	315	200	59	9	6	26	18
	Mar	900	159	101	395	245	89	14	10	41	24
	Apr	883	165	107	357	253	84	15	11	34	25
	May	777	140	107	337	192	75	14	12	31	18
	Jun	723	108	87	322	207	66	11	8	29	18
	Jul	691	113	97	304	177	57	10	8	25	14
	Aug	623	106	71	292	154	52	9	7	23	12
	Sep	744	142	93	301	208	60	13	8	24	16
	Oct	675	128	99	263	185	54	11	8	20	15
	Nov[r]	691	141	77	299	174	48	10	5	21	12
	Dec[r]	765	143	130	296	197	49	9	7	20	13
1987	Jan[r]	699	155	91	277	176	52	10	5	22	14
	Feb[p]	680	125	107	268	181	54	8	7	22	16

Source: Census Bureau, U.S. Department of Commerce
Components may not agree with totals due to rounding

r Revised p Preliminary

NEW HOUSES SOLD BY SALES PRICE CLASS MONTHS OF JANUARY

(Percentage Distribution)

Price Class	Jan 1983	Jan 1984	Jan 1985	Jan 1986	Jan 1987[p]
Under $60,000	27	21	19	16	11
$60,000 to $79,999	32	33	28	27	21
$80,000 to $99,999	18	20	21	21	19
$100,000 to 119,999	6	7	9	12	9
$120,000 to $149,999	16	19	11	9	15
$150,000 and over	n/a	n/a	13	15	26
Median Sales Price	$73,500	$76,200	$82,500	$86,600	$100,700

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS BY REGION 4th QUARTER 1986[p]

(Percentage Distribution)

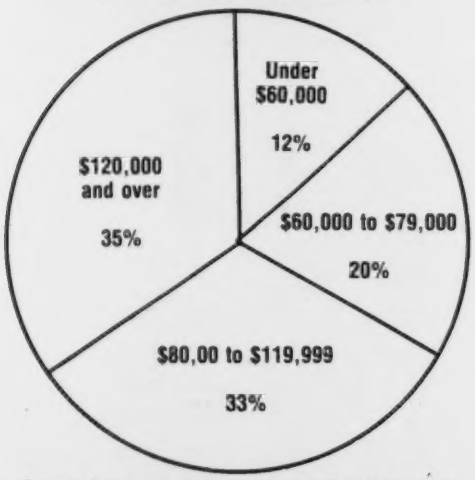
Price Class	United States	Northeast	Midwest	South	West
Under $60,000	12	**	15	16	5
$60,000 to $79,999	20	12	25	29	13
$80,000 to $99,999	21	30	30	33	39
$100,000 to 119,999	12				
$120,000 to $149,999	12	58	30	22	36
$150,000 and over	22				
Median Sales Price	$95,500	$130,000	$90,000	$84,400	$99,000

** Insufficient Sample Size

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS FOURTH QUARTER 1986

(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce

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